

Message Text

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PAGE 01 DOHA 00904 260713Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 /018 W

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R 260635Z JUL 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0721

UNCLAS DOHA 0904

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: PROPOSED MICHIGAN STATE IOGA TRADE MISSION

REF: STATE A-4295

1. EMBASSY FEELS CONSTRUCTION MACHINERY TRADE MISSION WOULD BE WELL RECEIVED HERE AND RECOMMENDS MISSION ADD DOHA TO ITINERARY. SINCE ARRIVAL OF AMBASSADOR AND EXPANSION OF EMBASSY STAFF IN JULY 1974, DOHA HAS NOT HOSTED TRADE MISSION. VISIT BY MICHIGAN GROUP WOULD SERVE AS CONCRETE INDICATION OF OUR OFT-EXPRESSED DESIRE TO EXPAND TRADE HERE AND SHOULD PROVIDE MISSION MEMBERS WITH SIGNIFICANT SALES OPPORTUNITIES.

2. CONSTRUCTION IS BOOMING IN QATAR AND THERE IS CONSIDERABLE DEMAND FOR CONSTRUCTION MACHINERY. MAJOR PROJECTS UNDERWAY OR SCHEDULED FOR COMING YEAR INCLUDE HOSPITAL, HOTELS, AIRPORT, NGL PLANT, STEEL MILL AND PETROCHEMICAL COMPLEX AS WELL AS SUBSTANTIAL AMOUNT OF HOUSING CONSTRUCTION IN BOTH PUBLIC AND PRIVATE SECTORS. IN SPITE OF NUMBER OF OPPORTUNITIES AND HIGH OPINION HERE OF AMERICAN EQUIPMENT, IMPORTS OF US CONSTRUCTION MACHINERY LAGGED FAR BEHIND UK AND JAPAN IN 1974.

3. NUMBER OF FOREIGN COMPANIES SUPPLYING CONSTRUCTION MACHINERY ARE WELL ESTABLISHED IN QATAR, BUT GIVEN RAPIDLY EXPANDING MARKET, ENERGETIC US FIRMS SHOULD HAVE LITTLE DIFFICULTY IN SECURING REPRESENTATION AND MAKING SALES. MAJOR CONSIDERATION WILL BE ABILITY TO PROVIDE SPARES AND SERVICE.

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4. EMBASSY COULD ACCOMMODATE MISSION DURING FEBRUARY, BUT WE WILL NEED CONSIDERABLE ADVANCE NOTIFICATION TO RESERVE HOTEL SPACE SINCE WINTER IS HEIGHT OF TRAVEL SEASON. SAME IS TRUE FOR RENTAL OF BUSINESS HEADQUARTERS. THERE MAY BE SOME DIFFICULTY IN LOCATING SUITABLE SECRETARIAL ASSISTANCE. HOWEVER, WE BELIEVE ANY MINOR LOGISTICAL DIFFICULTIES WOULD BE FAR OUTWEIGHED BY SALES PROSPECTS FOR MISSION.

5. PLEASE ADVISE.
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